



Global Sourcing Manager, Capital Equipment

Location: Rome, Italy

COMPANY OVERVIEW

BVI® is a global ophthalmic medical device manufacturer with a mission to deliver high quality solutions and innovation for advancing eye surgery and improving the vision of patients. With nine decades of developing leading products and solutions, BVI partners with ophthalmic surgeons to improve the vision of millions of patients across the globe. Our team supports surgical teams, in more than 115 countries worldwide, either directly or through our network of trusted distributors. Our trusted brands include: Beaver® (Knives and Blades), Visitec® (Cannulas), Malosa® (Single-Use Instruments), Vitreq® (Vitreoretinal Surgical Products) and PhysIOL® (Premium Intraocular Lenses).

PURPOSE

The Global Sourcing Manager develops and maintains leading edge global sourcing strategy and appropriate supply base with clear spend governance for assigned Capital Equipment related category(ies), including PCBs, monitors, wire harnesses, molds, casings, tubing and other manufacturing-related Capital Equipment. Categories and associated suppliers are typically global in nature. They are also responsible for key strategic supplier management including risk, performance, relationship, value plan delivery and supplier development.

RESPONSIBILITIES

- Responsible for the development, communication and approval of sourcing strategies.
- Sourcing strategies should be inclusive of all regional business requirements and seeking input from manufacturing, supply chain, and other stakeholders throughout the business.
- Accountable for year-on-year financial impacts to assigned category(ies) with respect to price movement
- Responsible for leading global category through the supplier selection process and for the approval of selected suppliers by stakeholders. The team-based supplier selection process is inclusive of identification of potential suppliers, RFX development and execution, proposal evaluation against business requirements and total cost of ownership (TCO), and supplier selection recommendation.



- Upon stakeholder approval and completion of successful negotiation and contracting, the associate is responsible for coordinating the communication of the supply base to the end user community.
- Responsible, with the input from regional Innovation Centers in the Europe and United States for negotiation planning, negotiation and contracting with suppliers, and insuring that agreements reflect BVI's needs globally.
- Demonstrate knowledge of MRP system and supplier business portals for purchasing and services. Develop skills and obtain knowledge in project management, negotiations, and contract terms and conditions. Possess technical knowledge within multiple commodities
- Development and management of Contract Manufacturing/OEM expense budgets
- Responsible for overall business management of top-spend, tier-1 Medical Device Contract Manufacturing/OEM suppliers
- Other duties as required

REQUIRED KNOWLEDGE, SKILLS AND ABILITIES

- Minimum ten years of related work experience, including Capital and EMS category strategy and execution (preferably in the Medical Device industry)
- Strategic Sourcing Processes including Market Analysis, RFx, Source-to-Pay
- High-level understanding of ISO 13485, ROHS, IEC60601, EU MDR and other Regulatory processes (e.g. 510(K))
- Business-level fluency in English (other EU languages an asset)
- Experience in commoditized and specialty electronics is a plus
- Supplier Management
- Strong negotiating ability. Must work with supplier and drive cost saving initiatives
- Ability to influence without direct authority
- Written and verbal communication skills
- Drive for results
- Cross Functional and International working experience
- Extensive knowledge of products and services, including but not limited to materials and procurement principles
- Comfort and courage to operate in new areas of the business with limited direction. A willingness to try, fail, and try again



MINIMUM REQUIRED EDUCATION AND EXPERIENCE

- Bachelor's degree in a related field
- 10+ years sourcing (including Capital category strategy and execution), supplier management, and operational experience required
- Experience in medical device or pharma industry is a must
- Experience in indirect leadership of suppliers and contract manufacturers

PHYSICAL REQUIREMENTS

- Extensive use of keyboard requiring repetitive motion of fingers.
- Extensive use of telephone and face-to-face communication requiring accurate perception of speech.
- Regular sitting for extended periods of time.
- International travel a must to interact with contract manufacturers and multi-site partners. Expected travel is 15-25%

BVI is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected Veteran status.

The above information on this description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications required of employees assigned to this job.

Important notice to Employment businesses/ Agencies

BVI does not accept referrals from employment businesses and/or employment agencies in respect of the vacancies posted on this site. All employment businesses/agencies are required to contact BVI's human resources department to obtain prior written authorization before referring any candidates to BVI. The obtaining of prior written authorization is a condition precedent to any agreement (verbal or written) between the employment business/ agency and BVI. In the absence of such written authorization being obtained any actions undertaken by the employment business/agency shall be deemed to have been performed without the consent or contractual agreement of BVI. BVI shall therefore not be liable for any fees arising from such actions or any fees arising from any referrals by employment businesses/agencies in respect of the vacancies posted on this site.